Quality Markets
101 Jackson Ave., W.E.
P.O. Box 130
Jamestown, NY 14702

A merchandising bonus up to $15,000 will be paid to Quality Markets if the following merchandising requirements can be met:

- *Quality Markets* will allow R.J. Reynolds to place a package merchandiser at a self service checkout location, or service counter position in a self service position.

OR

Place merchandising/displays at the checkouts to provide promotion capabilities for R.J. Reynolds cigarette brand styles. Size and product capability will need to be determined.

- The qualifying package fixture can have a security look-up feature.
- The qualifying package fixture will feature all R.J. Reynolds brands authorized for *Quality Market* distribution, and will be planogrammed by R.J. Reynolds personnel. Competitive brands may be placed once R.J. Reynolds planogram needs are satisfied.
- To earn the bonus, fixture placements will determine the final bonus payment to be earned at a rate of $500.00 per store. All fixtures approved for placement should remain on location through December 31, 1996. Should fixtures not be placed on location by March 31, 1995, then bonus monies will be deducted from future quarterly contractual monies. Any fixtures placed and removed will be deducted on a pro-rated basis.

Signed by/Date Frank Winker 12/1/94
Mr. Frank Winker, Director Store Merchandising

Signed by/Date Bruce Cook
Mr. Bruce Cook, Sr. Chain Accounts Manager

cc: Robert Verbosky

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Source: https://www.industrydocuments.ucsf.edu/docs/hhwn0000